manufactured housing dealer

OCTOBER 1979

DODGER STADIUM SHOW

SELL THE BATHROOM

CARTER'S SALES SUCCESS

manufactured housing dealer

OCTOBER 1979 • VOLUME 31 • NUMBER 5

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MANUFACTURED HOUSING DEALER (USPS 356-360)

MANUFACTURED HOUSING DEALER is the first magazine in the mobile—modular housing field devoted wholly to the trade aspects of the industry and is circulated exclusively to mobile home, modular manufacturers, suppliers, dealers and associated groups. It was the first audited trade publication (Business Publications Audit) serving the mobile housing industry.

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ON THE COVER: The largest industry show in the West—the 27th Annual Manufactured Housing & RV Show—is coming to Los Angeles' Dodger Stadium on October 31. It may be the "shot in the arm" that will result in a western sales surge. Page 44. Beginning on page 52, the home's bathroom area is discussed in detail which may give manufacturers and dealers ideas for innovation. The Hardison Institute's pages explore the multi-lot Louisiana dealership of Carter Mobile Homes and how one of its sales centers achieved a $1 million sales month. Makes interesting reading. Page 84.

Manufacturer Output

PRODUCTION OF MOBILE HOMES IN JULY, 1979

State	Single Wide	Multi-Wide	July '79 Total	Revised July '78 Total	Percent Comparison	Year to Date 1979	Year to Date Revised 1978	Percent Comparison
Alabama	1,267	196	1,463	1,202	+ 21.71	10,049	9,612	+ 4.55
Alaska*								
Arizona	245	212	457	430	+ 6.28	4,222	3,501	+ 20.59
Arkansas	257	20	277	248	+ 11.69	1,988	2,318	− 14.24
California	361	1,290	1,651	1,799	− 8.23	12,745	16,179	− 21.23
Colorado	124	100	224	200	+ 12.00	1,742	1,951	− 10.71
Connecticut	0	0	0	0	0	0	0	0
Delaware	0	0	0	0	0	0	0	0
Florida	497	934	1,431	973	+ 47.07	13,385	9,518	+ 40.63
Georgia	1,304	657	1,961	1,748	+ 12.19	14,516	13,326	+ 8.93
Idaho	406	298	704	715	− 1.54	4,924	5,840	− 15.68
Illinois*								
Indiana	2,223	339	2,562	2,432	+ 5.34	17,077	15,967	+ 6.95
Iowa*								
Kansas	677	76	753	598	+ 25.92	5,994	5,003	+ 19.81
Kentucky*								
Louisiana	281	20	301	235	+ 28.09	2,063	1,986	+ 3.88
Maine	84	0	84	88	− 4.55	502	509	− 1.38
Maryland*								
Massachusetts	0	0	0	0	0	0	0	0
Michigan	80	31	111	161	− 31.06	795	935	− 14.97
Minnesota	257	65	322	336	− 4.17	2,094	2,299	− 8.92
Mississippi	292	76	368	362	+ 1.66	2,760	2,593	+ 6.44
Missouri	107	87	194	189	+ 2.65	1,333	1,394	− 4.38
Montana*								
Nebraska	219	87	306	299	+ 2.34	2,282	2,343	− 2.60
Nevada	0	0	0	0	0	0	0	0
New Hampshire*								
New Jersey	0	0	0	0	0	0	0	0
New Mexico	0	0	0	0	0	0	0	0
New York	86	54	140	173	− 19.08	824	1,106	− 25.50
North Carolina	1,283	380	1,663	1,204	+ 38.12	11,231	9,663	+ 16.23
North Dakota*								
Ohio	370	47	417	346	+ 20.52	2,300	2,284	+ 0.70
Oklahoma	72	7	79	117	− 32.48	584	1,070	− 4.54
Oregon	407	582	989	918	+ 7.73	7,742	8,015	− 3.41
Pennsylvania	1,114	125	1,239	1,028	+ 20.53	8,062	7,229	+ 11.52
Rhode Island	0	0	0	0	0	0	0	0
South Carolina	30	19	49	56	− 12.50	396	439	− 9.79
South Dakota*								
Tennessee	473	150	623	581	+ 7.23	4,045	3,799	+ 6.48
Texas	2,076	341	2,417	2,315	+ 4.41	18,244	18,624	− 2.04
Utah*								
Vermont*								
Virginia	282	24	306	219	+ 39.73	1,862	1,647	+ 13.05
Washington	83	148	231	241	− 4.15	1,833	2,145	− 14.55
West Virginia	0	0	0	0	0	0	0	0
Wisconsin	590	43	633	597	+ 6.03	3,724	4,461	− 16.52
Wyoming	0	0	0	0	0	0	0	0
DC & US Territory	0	0	0	0	0	0	0	0
States shown with (*)	356	49	405	400	+ 1.25	2,831	2,861	− 1.05
Canada	1	0	1	0	+100.00	19	0	+100.00
Totals	15,904	6,457	22,361	20,210	+ 10.64%	162,168	158,617	+ 2.24%

***These states have less than three manufacturers. Figures are aggregated on the second line above "totals" to protect proprietary information.**

Figures used are those compiled by the National Conference of States on Building Codes and Standards.

July Production and Shipments

Shipments of manufactured housing to dealers throughout the country during the month of July climbed to 22,361, some 10% over the revised figure of 20,210 homes in July, 1978. Total shipments for the first seven months of the year are ahead of last year by 2.24%.

SHIPMENT OF MOBILE HOMES IN JULY, 1979

State	Single Section	Multi-Section	July '79 Total	Revised July '78 Total	Percent Comparison	Year to Date 1979	Year to Date Revised 1978	Percent Comparison
Alabama	547	140	687	601	+ 14.31	4,677	4,925	- 5.04
Alaska	7	2	9	31	- 70.97	87	466	- 81.33
Arizona	308	301	609	488	+ 24.80	5,538	4,099	+ 35.11
Arkansas	192	35	227	200	+ 13.50	1,530	1,584	- 3.41
California	305	1,052	1,357	1,563	- 13.18	10,216	14,376	- 28.94
Colorado	282	100	382	340	+ 12.35	2,650	2,611	+ 1.49
Connecticut	37	2	39	40	- 2.50	203	199	+ 2.01
Delaware	80	16	96	78	+ 23.08	866	771	+ 12.32
Florida	700	1,066	1,766	1,224	+ 44.28	16,204	11,560	+ 40.17
Georgia	484	281	765	692	+ 10.55	6,078	5,489	+ 10.73
Idaho	152	100	252	225	+ 12.00	1,808	2,000	- 9.60
Illinois	355	65	420	413	+ 1.69	2,563	2,806	- 8.66
Indiana	412	68	480	605	- 20.66	3,366	3,363	+ 0.09
Iowa	171	21	192	146	+ 31.51	1,147	1,253	- 8.46
Kansas	210	41	251	181	+ 38.67	1,794	1,655	+ 8.40
Kentucky	397	81	478	469	+ 1.92	3,617	3,510	+ 3.05
Louisiana	925	67	992	907	+ 9.37	6,514	7,067	- 7.83
Maine	127	5	132	161	- 18.01	825	913	- 9.64
Maryland	88	13	101	80	+ 26.25	673	700	- 3.86
Massachusetts	45	4	49	57	- 14.04	359	369	- 2.71
Michigan	617	115	732	842	- 13.06	4,908	5,293	- 7.27
Minnesota	265	51	316	364	- 13.19	1,994	2,480	- 19.60
Mississippi	363	74	437	362	+ 20.72	2,794	2,549	+ 9.61
Missouri	310	81	391	319	+ 22.57	2,628	2,599	+ 1.12
Montana	167	46	213	268	- 20.52	1,407	1,871	- 24.80
Nebraska	92	37	129	117	+ 10.26	857	957	- 10.45
Nevada	97	162	259	224	+ 15.63	1,864	1,880	- 0.85
New Hampshire	87	7	94	84	+ 11.90	515	624	- 17.47
New Jersey	52	17	69	58	+ 18.97	508	483	+ 5.18
New Mexico	215	50	265	325	- 18.46	2,224	3,023	- 26.43
New York	325	51	376	334	+ 12.57	2,331	2,394	- 2.63
North Carolina	868	276	1,144	811	+ 41.06	7,582	6,574	+ 15.33
North Dakota	91	20	111	142	- 21.83	731	938	- 22.07
Ohio	583	115	698	576	+ 21.18	4,679	3,995	+ 17.12
Oklahoma	426	66	492	441	+ 11.56	3,544	3,326	+ 6.55
Oregon	179	318	497	585	- 15.04	3,901	4,758	- 18.01
Pennsylvania	612	84	696	662	+ 5.14	4,600	4,561	+ 0.86
Rhode Island	5	1	6	9	- 33.33	46	53	- 13.21
South Carolina	473	168	641	481	+ 33.26	4,310	3,732	+ 15.49
South Dakota	71	17	88	102	- 13.73	551	700	- 21.29
Tennessee	365	93	458	420	+ 9.05	3,076	3,016	+ 1.99
Texas	1,722	294	2,016	1,898	+ 6.22	15,616	15,182	+ 2.86
Utah	70	52	122	155	- 21.29	952	1,092	- 12.82
Vermont	41	3	44	53	- 16.98	301	317	- 5.05
Virginia	343	89	432	402	+ 7.46	2,888	2,973	- 2.86
Washington	372	507	879	808	+ 8.79	6,735	7,058	- 4.58
West Virginia	391	57	448	381	+ 17.59	2,588	2,647	- 2.23
Wisconsin	315	17	332	292	+ 13.70	1,873	2,017	- 7.14
Wyoming	126	38	164	136	+ 20.59	1,144	1,105	+ 3.53
DC & US Territory	0	0	0	1	—	0	1	—
Export	0	0	0	0	0	23	34	- 32.35
Destination Pending	437	91	528	57	+826.32	4,283	663	+546.00
Total	15,904	6,457	22,361	20,210	+ 10.64%	162,168	158,617	+ 2.24%

Mobile Home Placements, Average Sales Prices and Inventories

IN the Census Bureau's preliminary report for the first quarter of 1979, the nationwide average sales price of a manufactured home remained at $16,700, the same as in the fourth quarter of last year. However, when compared to the first quarter of 1978, the price increased $1,500 or almost 10%, from $15,200.

The average price of a manufactured home in the West region slipped $100 in the first quarter to $21,700. This figure is approximately 30% above the national average of $16,700 in the first quarter.

The other three regions in the country experienced a lower average price for the quarter which indicates that the Western average sales price influences the high national average to a marked degree.

Although industry prices continue their climb, the manufactured home remains well below the average price of new conventional housing which, as has been reported in the press, is presently

Continued on Page 50

NEW MOBILE HOMES PLACED FOR RESIDENTIAL USE

(Because of rounding, detail may not add to total. Percents computed from unrounded figures)

Period	Mobile Home Units					Percent distribution				
		Region					Region			
	United States	North-east	North Central	South	West	United States	North-east	North Central	South	West
ANNUAL DATA										
1974	332,000	23,300	67,500	170,800	70,400	100	7	20	51	21
1975	229,300	14,700	48,500	110,800	55,200	100	6	21	48	24
1976	249,600	16,800	51,500	114,800	66,500	100	7	21	46	27
1977	257,500	16,700	50,700	112,500	77,700	100	6	20	44	30
1978	254,800	20,000	44,600	117,400	72,900	100	8	17	46	29
QUARTERLY DATA										
1975: 1st quarter	46,800	2,100	6,600	26,200	11,800	100	5	14	56	25
2nd quarter	61,300	3,700	14,100	28,100	15,400	100	6	23	46	25
3rd quarter	67,100	5,100	17,000	31,000	14,000	100	8	25	46	21
4th quarter	54,100	3,900	10,900	25,400	13,900	100	7	20	47	26
1976: 1st quarter	49,100	2,100	8,600	26,600	11,900	100	4	17	54	24
2nd quarter	67,900	5,300	15,600	31,200	15,800	100	8	23	46	23
3rd quarter	73,800	5,600	16,600	31,900	19,700	100	8	23	43	27
4th quarter	58,800	3,800	10,600	25,200	19,100	100	7	18	43	33
1977: 1st quarter	50,900	1,800	6,900	24,700	17,500	100	4	14	49	34
2nd quarter	70,800	4,800	13,900	32,000	20,100	100	7	20	45	28
3rd quarter	75,600	5,900	18,600	30,200	21,000	100	8	25	40	28
4th quarter	60,300	4,200	11,300	25,600	19,200	100	7	19	43	32
1978: 1st quarter	49,500	2,400	5,800	24,500	16,800	100	5	12	50	34
2nd quarter	74,100	5,900	14,100	32,900	21,200	100	8	19	44	29
3rd quarter	73,400	6,700	14,600	33,100	19,000	100	9	20	45	26
4th quarter	57,800	5,000	10,000	26,900	15,900	100	9	17	46	28
1979: 1st quarter[p]	44,600	2,800	4,800	24,600	12,500	100	6	11	55	28
Standard Error Percents	7%	20%	12%	9%	15%					

[p]Preliminary

NEW MOBILE HOMES ON DEALER LOTS AT END OF PERIOD

(Because of rounding, detail may not add to total. Percents computed from unrounded figures)

Period	Mobile Home Units					Percent distribution				
	United States	Region				United States	Region			
		North-east	North Central	South	West		North-east	North Central	South	West
ANNUAL DATA										
1974	86,700	7,400	17,600	44,800	16,900	100	9	20	52	19
1975	69,400	5,700	15,000	34,800	13,800	100	8	22	50	20
1976	69,400	5,800	15,000	33,500	15,100	100	8	22	48	22
1977	68,100	5,400	14,100	33,000	15,600	100	8	21	48	23
1978	64,200	5,200	13,200	31,400	14,500	100	8	20	49	23
QUARTERLY DATA										
1975: 1st quarter	79,500	7,100	17,100	41,200	14,000	100	9	22	52	18
2nd quarter	76,400	7,200	18,100	37,600	13,600	100	9	24	49	18
3rd quarter	72,100	6,400	15,400	36,000	14,200	100	9	21	50	20
4th quarter	69,400	5,700	15,000	34,800	13,800	100	8	22	50	20
1976: 1st quarter	72,300	6,300	17,000	34,500	14,600	100	9	23	48	20
2nd quarter	71,000	6,200	16,900	33,900	13,900	100	9	24	48	20
3rd quarter	68,000	6,700	15,200	33,100	13,000	100	10	22	49	19
4th quarter	69,400	5,800	15,000	33,500	15,100	100	8	22	48	22
1977: 1st quarter	72,800	6,200	16,300	33,200	17,000	100	9	22	46	23
2nd quarter	73,400	7,100	16,200	32,800	17,400	100	10	22	45	24
3rd quarter	68,400	5,900	14,600	32,000	15,900	100	9	21	47	23
4th quarter	68,100	5,400	14,100	33,000	15,600	100	8	21	48	23
1978: 1st quarter	73,900	6,500	15,900	33,200	18,300	100	9	21	45	25
2nd quarter	69,800	6,300	14,900	31,600	17,000	100	9	21	45	24
3rd quarter	64,600	5,500	13,400	30,700	15,000	100	9	21	48	23
4th quarter	64,200	5,200	13,200	31,400	14,500	100	8	20	49	23
1979: 1st quarter[p]	69,500	6,500	15,500	33,000	14,500	100	9	22	48	21
Standard Error Percents	6%	20%	13%	8%	14%					

[p]Preliminary

MH PLACEMENTS

Continued from Page 48

around $71,000.

Mobile home placements in the first quarter are shown at 44,600 homes, approximately 9% below the 49,500 single family dwellings placed in 1978's first quarter. Of the four regions comprising the country, only two, the Northeast and the South showed minimal gains in first quarter placements. West coast placements were down 25% in the first quarter comparisons, due in part to restrictive zoning and the lack of mobile home park spaces.

In the table reporting mobile housing inventory on dealers' lots, the figure of 69,600 homes was up from the fourth quarter of last year, which seems to be the normal pattern in the past four years.

Inventory in the South region, as usual, led all other regions by a wide margin with 33,000 homes.

The data contained in this report is based on preliminary information and may be subsequently revised in future months. **MHD**

AVERAGE SALES PRICE OF NEW MHs PLACED FOR RESIDENTIAL USE

(In dollars. Includes estimates of sales price for units leased)

Period	United States	Region			
		North-east	North Central	South	West
ANNUAL DATA					
1974	$ 9,300	$ 9,400	$ 9,300	$ 8,300	$11,600
1975	10,600	10,500	10,700	9,000	13,600
1976	12,300	11,600	11,600	10,600	16,000
1977	14,200	12,900	13,500	12,100	18,100
1978	15,900	14,300	15,100	13,700	20,500
1975: 1st quarter	9,700	9,300	9,700	8,500	12,500
2nd quarter	10,400	10,400	10,300	8,900	13,100
3rd quarter	10,800	10,700	11,000	9,200	14,000
4th quarter	11,300	11,100	11,400	9,400	14,900
1976: 1st quarter	11,300	10,400	11,100	9,800	14,900
2nd quarter	11,800	11,300	11,200	10,300	15,600
3rd quarter	12,600	11,700	12,000	11,000	16,200
4th quarter	13,400	12,700	12,200	11,300	16,900
1977: 1st quarter	13,600	12,400	12,400	11,400	17,200
2nd quarter	13,800	12,100	13,200	11,800	17,900
3rd quarter	14,500	13,200	13,400	12,500	18,600
4th quarter	14,900	13,700	14,500	12,700	18,400
1978: 1st quarter	15,200	15,300	13,400	12,900	19,100
2nd quarter	15,500	13,500	14,700	13,400	19,800
3rd quarter	16,300	14,400	15,500	14,000	21,500
4th quarter	16,700	14,500	15,900	14,400	21,800
1979: 1st quarter[p]	16,700	16,000	15,200	14,600	21,700
Standard Error Percents	4%	11%	7%	6%	9%

[p]Preliminary.

Retail Activity

SALES of new manufactured homes, nationally, in July, versus June of 1979, were down 4.5%. Comments from dealers in all regions were quite mixed with the majority of the dealers having optimistic views about future mobile home sales.

Comparing sales for the month of July this year with 1978 resulted in a 0.5% decline. Twenty-eight percent of the new home sales were multi-section homes with an average number of four new homes sold at each sales location.

The sales of previously owned homes in July compared to June of 1979 declined 10.6%. However, when comparing the July sales to the same month in 1978, there was a 5.5% increase nationally. The average number of previously owned homes sold at each sales

lot was 1.4.

New homes at dealers' lots were up 9.7% this July compared to the same month a year ago. Previously owned home inventory for this same period increased 18.4%. The average number of new homes remaining in stock at the end of July was 14.5 and for previously owned homes 4.2.

Dealers report sufficient new

Continued on Page 70

	SOUTH ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	WEST SOUTH CENTRAL	EAST SOUTH CENTRAL	MID-ATLANTIC	NEW ENGLAND	PACIFIC	MOUNTAIN	ALL AREAS
NEW SALES COMPARISON JULY '79 TO JUNE '79 (Percent change)	+1.4	-1.5	+5.0	+5.1	-23.8	-22.7	-16.7	-24.0	-29.4	-4.5
NEW SALES COMPARISON JULY 1979 TO 1978 (Percent change)	+18.4	+12.1	+39.6	+15.0	-62.0	-26.1	-47.4	-32.1	-12.2	-0.5
PRE-OWNED SALES COMP. JULY '79 TO JUNE '79 (Percent change)	-7.8	-3.8	-29.6	-58.8	+107.7	-57.1	+100.0	+50.0	-29.6	-10.6
PRE-OWNED SALES COMP. JULY 1979 TO 1978 (Percent change)	+20.3	NC	+23.1	-63.2	+11.8	-50.0	-	+100.0	+11.8	+5.5
NEW INVENTORY COMPARISON JULY 1979 TO 1978 (Percent change)	+15.8	+11.2	+50.9	-2.6	+17.5	-2.9	+15.9	+17.6	+17.4	+9.7
PRE-OWNED INV. COMPARISON JULY 1979 TO 1978 (Percent change)	+20.0	+25.5	-24.1	+36.7	+6.7	-12.0	+16.7	+66.7	+42.3	+18.4
DAYS IN INVENTORY NEW HOMES - JULY 1979 (Based on 31 days)	121	81	76	79	143	184	174	111	117	106*
DAYS IN INVENTORY NEW HOMES - JULY 1978 (Based on 31 days)	125	104	84	95	46	140	70	63	91	99**

NC No change

* Days in inventory - July, 1979 - (143 locations)
** Days in inventory - July, 1978 - (126 locations)

RETAIL PRICE RANGE	SOUTH ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	WEST SOUTH CENTRAL	EAST SOUTH CENTRAL	MID-ATLANTIC	NEW ENGLAND	PACIFIC	MOUNTAIN	ALL AREAS
NEW HOMES SOLD IN JULY										
Under 6,000	-	-	-	-	-	-	-	-	-	-
6,001 to 8,000	2%	-	7%	-	-	-	-	-	-	2%
8,001 to 10,000	7%	5%	13%	16%	11%	-	-	-	3%	8%
10,001 to 12,000	5%	9%	7%	34%	11%	7%	-	13%	3%	10%
12,001 to 14,000	21%	14%	14%	9%	-	-	45%	-	6%	13%
14,001 to 16,000	11%	18%	7%	16%	-	33%	11%	6%	9%	12%
16,001 to 18,000	11%	26%	9%	13%	-	13%	33%	-	13%	14%
18,001 to 20,000	14%	12%	18%	6%	-	13%	-	6%	16%	13%
20,001 to 22,000	2%	6%	10%	-	-	-	11%	19%	6%	6%
22,001 to 24,000	14%	5%	7%	3%	45%	7%	-	13%	13%	9%
24,001 to 26,000	2%	-	3%	-	11%	-	-	19%	-	2%
26,001 to 28,000	9%	2%	1%	-	-	-	-	6%	13%	4%
28,001 to 30,000	2%	2%	-	3%	11%	7%	-	-	3%	2%
30,001 to 32,000	-	1%	-	-	-	13%	-	-	3%	1%
32,001 to 34,000	-	-	-	-	11%	7%	-	6%	6%	2%
34,001 to 36,000	-	-	-	-	-	-	-	-	-	-
36,001 to 38,000	-	-	4%	-	-	-	-	6%	3%	2%
Over 38,000	-	-	-	-	-	-	-	6%	3%	*
NEW HOMES IN INVENTORY END JULY										
Under 6,000	-	4%	-	-	-	-	-	-	-	1%
6,001 to 8,000	8%	1%	1%	2%	20%	2%	-	-	-	3%
8,001 to 10,000	16%	6%	11%	16%	-	10%	2%	3%	2%	9%
10,001 to 12,000	15%	14%	17%	35%	10%	2%	8%	11%	4%	13%
12,001 to 14,000	27%	13%	8%	8%	20%	9%	12%	5%	8%	12%
14,001 to 16,000	16%	14%	14%	4%	5%	14%	16%	7%	13%	13%
16,001 to 18,000	3%	22%	16%	21%	10%	18%	19%	8%	16%	15%
18,001 to 20,000	3%	11%	14%	14%	5%	17%	8%	5%	16%	11%
20,001 to 22,000	5%	4%	6%	-	-	7%	21%	5%	14%	7%
22,001 to 24,000	3%	3%	3%	-	-	6%	8%	10%	3%	4%
24,001 to 26,000	3%	-	3%	-	-	4%	6%	2%	3%	2%
26,001 to 28,000	1%	2%	1%	-	5%	2%	-	8%	4%	2%
28,001 to 30,000	-	3%	2%	-	-	3%	-	-	5%	2%
30,001 to 32,000	-	1%	1%	-	5%	2%	-	7%	-	1%
32,001 to 34,000	-	1%	1%	-	10%	3%	-	8%	6%	2%
34,001 to 36,000	-	1%	1%	-	5%	1%	-	2%	3%	1%
36,001 to 38,000	-	-	1%	-	-	-	-	2%	2%	1%
Over 38,000	-	-	-	-	5%	-	-	17%	1%	1%

RETAIL PRICE RANGE	SOUTH ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	WEST SOUTH CENTRAL	EAST SOUTH CENTRAL	MID-ATLANTIC	NEW ENGLAND	PACIFIC	MOUNTAIN	ALL AREAS
USED HOMES SOLD IN JULY										
Under 1,000	9%	-	-	-	-	-	-	-	-	1%
1,001 to 2,000	9%	5%	-	-	-	-	14%	-	8%	5%
2,001 to 3,000	-	5%	4%	-	-	-	-	-	4%	3%
3,001 to 4,000	-	24%	13%	-	-	20%	-	-	8%	10%
4,001 to 5,000	9%	10%	17%	100%	82%	40%	-	50%	16%	22%
5,001 to 6,000	37%	14%	21%	-	-	-	30%	50%	8%	16%
6,001 to 7,000	18%	28%	13%	-	-	20%	14%	-	16%	16%
7,001 to 8,000	-	14%	8%	-	-	-	-	-	16%	8%
8,001 to 9,000	9%	-	8%	-	-	-	14%	-	12%	6%
9,001 to 10,000	-	-	4%	-	18%	-	-	-	-	3%
10,001 to 11,000	-	-	4%	-	-	-	14%	-	4%	3%
11,001 to 12,000	-	-	4%	-	-	-	-	-	-	1%
12,001 to 13,000	-	-	-	-	-	-	-	-	4%	1%
13,001 to 14,000	-	-	4%	-	-	-	-	-	4%	2%
14,001 to 15,000	-	-	-	-	-	-	-	-	-	-
15,001 to 16,000	-	-	-	-	-	-	14%	-	-	1%
16,001 to 17,000	-	-	-	-	-	-	-	-	-	-
Over 17,000	9%	-	-	-	-	20%	-	-	-	2%
USED HOMES IN INVENTORY END JULY										
Under 1,000	3%	-	2%	-	-	-	-	-	-	1%
1,001 to 2,000	6%	2%	12%	-	-	9%	29%	-	-	6%
2,001 to 3,000	8%	22%	12%	-	20%	14%	-	20%	9%	13%
3,001 to 4,000	20%	2%	8%	-	30%	4%	-	20%	12%	10%
4,001 to 5,000	31%	12%	11%	-	50%	14%	-	20%	-	14%
5,001 to 6,000	9%	7%	20%	-	-	23%	-	20%	21%	15%
6,001 to 7,000	-	17%	12%	50%	-	14%	29%	20%	5%	10%
7,001 to 8,000	6%	17%	6%	50%	-	9%	14%	-	5%	8%
8,001 to 9,000	6%	5%	8%	-	-	4%	14%	-	14%	7%
9,001 to 10,000	8%	5%	2%	-	-	-	14%	-	14%	6%
10,001 to 11,000	-	2%	3%	-	-	-	-	-	2%	2%
11,001 to 12,000	-	5%	-	-	-	-	-	-	2%	1%
12,001 to 13,000	-	-	2%	-	-	-	-	-	2%	1%
13,001 to 14,000	3%	-	-	-	-	-	-	-	-	1%
14,001 to 15,000	-	-	1%	-	-	-	-	-	5%	1%
15,001 to 16,000	-	2%	1%	-	-	-	-	-	2%	1%
16,001 to 17,000	-	2%	-	-	-	-	-	-	-	1%
Over 17,000	-	-	-	-	-	9%	-	-	7%	2%

* Less than 1%

RETAIL ACTIVITY

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homes in inventory for 106 days at the present rate of sales and 99 days for previously owned homes.

Repossessions were up 13.3%. However, 84% of the dealers who answered the repossession question for both years claim they had no repos in either year.

Dealers throughout the country express mixed reactions about business conditions. One commented that there "was a reluctance on the part of consumers to buy due to general economic conditions." **MHD**